



Bay East offers professional development, hands-on training and recorded webinars designed to help you succeed.

Education Corner

Attend NAR's [Navigating Through the Center for REALTOR® Financial Wellness](#) webinar on June 30 to help you understand the tools, calculators, and other financial resources available to you to progress your financial journey.

Explore [Commercial Loans from Start to Finish](#) to understand how the commercial loan process works and become prepared to advise your commercial clients.

If you have any questions or class requests, please feel free to email Pamela Thompson, Bay East Education Director, at pamelat@bayeast.org or simply reply to this email.

Black Belt Negotiating

Tuesday, June 23 | 11am-12:30pm

Virtual Class

Instructor: Michael Soon Lee

PUTTING YOURSELF IN YOUR CLIENT'S SHOES

Wednesday, June 24 | 2:30-3:30pm

Virtual Class

Instructor: Kitty Cole



[At Home With Diversity® - NAR Certification](#)

June 25 | 9am-5pm | Virtual Class

C.A.R. Education is offering this course FREE to all members. AHWD teaches real estate professionals how to increase their sensitivity and adaptability to future market trends and addresses diversity, fair housing, and other issues.

[Staying Out of Court: Risk Management](#)

June 26 | 10am-11am | Virtual Class

Join instructor Robert Brand as he shares the easiest ways to avoid litigation, including the best disclosure strategies, updates on new litigation trends, a review of common TDS/AVID errors, and more.



[Tax Reduction Strategies for Real Estate Professionals - Keep More of Your Income in 2020](#)

July 1 | 10am-12:30pm | Virtual Class

Maine Schaffer from Bradford Tax Seminars, will teach you the ins and outs of the new tax law including how to navigate the new 20% 199A deduction.

Title & Escrow 101

Monday, June 29 | 10-11am

Virtual Class

Instructor: Sally Andreetta





Bay East Association of REALTORS® is a proud sponsor of the 8th annual

AGENT SUCCESS SUMMIT

7-Day Virtual Online Training Event for Real Estate Agents
FREE | 21 Coaches & Trainers | Limited Access

Get Free Access!

Virtual Class Schedule

Monday

June 22

Grab n Go - [How to Search for Neighborhood Report](#)

Tuesday

June 23

11am-12:30pm - [Black Belt Negotiating](#)

Wednesday

June 24

9:30-10:30am - [Six Ways to Create a CMA](#)

1:30-2:30pm - [CRS Tax Data System](#)

2:30-3:30pm - [Putting Yourself in Your Client's Shoes](#)

Thursday

June 25

9am-5pm - [NAR Certification: At Home With Diversity® \(FREE from C.A.R. Education\)](#)

1:30-2:30 - [The Basics of Paragon](#)

Friday

June 26

10-11am - [Risk Management: Staying Out of Court](#)

1:30-2:30 - [REALTOR® Property Resource® \(RPR®\): In-Depth Search Engine Overview](#)

[View upcoming webinars and class statuses on our website.](#)



Bay East Association of REALTORS®

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